

h/a/FPO

the **AKRON** FROM CONCEPT AND PROTOTYPE  
TO CLINICAL TRIAL AND MANUFACTURE

# BIOMEDICAL CORRIDOR

ACCELERATING HIGH-TECH BUSINESS SUCCESS

h/a/FPO

## FROM MAYOR DON PLUSQUELLIC

### ■ Akron remains one of America's most innovative communities.

More than 100 years ago, Akron became a center for international business through our dominance of the rubber and tire industry. Today Akron is an international center of materials innovation, research, and development.

That's why in 2006 I announced the creation of the Akron Biomedical Corridor. The Corridor will meld our established expertise in materials science and technology with Akron's burgeoning healthcare-related research and development activities, our growing number of biomedical companies, and the region's exceptional workforce.

Akron's three hospitals – all ranked nationally by independent rating entities – host more than 1,300 beds, 1.5 million annual outpatient visits, and 80,000 patient admissions to provide the ideal environment for effective clinical trials, market testing, and advanced purchasing.

I am committed to making the Akron Biomedical Corridor a world-class Innovation District. We have an established record of doing what it takes to attract growing companies to our city and support them after they arrive. We have assembled a comprehensive program that includes financial incentives, low-cost space, and a specialized business development team to help new companies establish a presence in Akron and successfully grow their business.

More than 25 international companies are pleased to call Akron home. Guests find a welcoming environment, with friendly people who greatly prize the quality of life they have built around the arts, a national park, and more than 20 institutions of higher education. Akron-Canton Airport is one of the fastest-growing in the United States, with direct flights daily to New York, Boston, Chicago, Atlanta, Denver, and more. (It's not unusual for an Akron professional to spend the day in New York and be home in time to put the children to bed!)

Why should you give Akron another look? Our geography, our history, our quality of life, and our being named one of *Newsweek* magazine's top-10 "hot-tech" cities in America, all position Akron as a place where we speak the language of business.

Our team welcomes the opportunity to discuss your company's promising future in Akron, Ohio, U.S.A.



Sincerely,

A handwritten signature in black ink that reads "Don Plusquellic".



## A 506-ACRE INNOVATION DISTRICT

h/a / FPO



Established in July 2006, the Akron Biomedical Corridor is a 506-acre area which arcs around downtown Akron and connects the campuses of three world-class hospitals – Summa Health System, Akron General Medical Center, and Akron Children's Hospital.

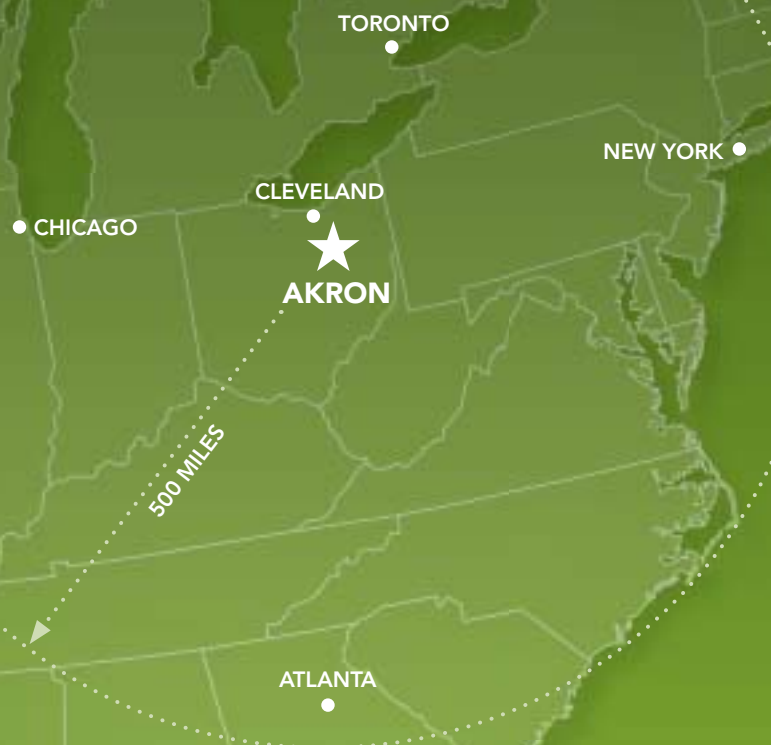
Bordering The University of Akron's campus, the Corridor is also located near important biomedical research taking place at the hospitals, The University of Akron, Northeastern Ohio Universities Colleges Of Medicine and Pharmacy (NEOUCOM), and Kent State University.

This unique geographic location offers new businesses exciting opportunities for strategically located development sites as they work to advance innovative biomedical technologies, products, and services, as well as conduct clinical tests and preliminary test marketing.





# AKRON'S COMPETITIVE ADVANTAGE



With a population of close to 650,000 in the metropolitan area, Akron is one of the largest cities in Ohio. The city is within a 500-mile radius of 42 major U.S. cities that encompasses:

**55%**  
OF ALL U.S. MANUFACTURING PLANTS

**57%**  
OF THE U.S. POPULATION

**60%**  
OF AMERICA'S BUYING POWER

**65%**  
OF CANADA'S ECONOMIC ACTIVITY

Recently ranked by *Site Selection* magazine as #2 for new and expanded facilities among mid-sized U.S. metropolitan areas, Akron:

- Leads other cities in cultivating international connections and identifying and capitalizing high-tech and biomedical companies wanting to enter the U.S. marketplace to sell products and accelerate innovative research.
- In partnership with state officials and Team Ohio, has aggressively marketed Ohio and Akron through outreach efforts to Israel, Germany, and China.
- Is known for its friendly and smooth interaction with the business community. Akron's strong collaboration between the city and private business creates a fertile environment for business growth.

Distinguished for its world-class reputation as the center of polymers and advanced materials, Akron is poised to become the strategic location for innovative biomedical companies.

Businesses can also take advantage of the area's abundance of existing research in technical- and healthcare-related industries, as well as a high-quality workforce and access to exceptional transportation networks.

In short, Akron offers a powerful synergistic combination of nationally ranked hospitals, outstanding academic research and medical institutions, and a growing number of innovative biomedical companies.



## NATIONALLY RANKED HOSPITALS



Akron is home to **Summa Health System, Akron General Medical Center, and Akron Children's Hospital** – three top-notch healthcare institutions employing a total of more than 11,000 physicians, specialists, technicians, and staff in downtown Akron. Collectively, all three hospitals provide:

- More than 1,300 beds to meet the medical and research needs of the region.
- More than 1.5 million annual outpatient visits and 80,000 patient admissions – a combined total greater than that of the Cleveland Clinic.

Ranked in the *U.S. News & World Report* "America's Best Hospitals 2006":

- Summa Health System's specialties include respiratory disorders, cardiac care, endocrinology, orthopaedics, digestive disorders, and infectious diseases.
- Akron General Medical Center treatment and research specialties include heart and heart surgery, respiratory disorders, cancer, and orthopaedics. The facility has an animal testing lab and an orthopaedic mechanical testing facility.

Akron boasts an additional competitive strength in Akron Children's Hospital, a full-service pediatric medical center for children and burn victims of all ages. Each hospital has recently embarked on major expansions, renovations, and capital investments.



## OUTSTANDING RESEARCH AND MEDICAL INSTITUTIONS

Two major academic institutions are located in or easily accessible to Akron:

- The University of Akron is among the 75 largest public universities in the country, with an enrollment of 24,000 students and 800 full-time faculty members. The university's College of Polymer Science and Engineering is ranked second in the nation. With more than 365 degreed programs, the university's academic research includes biology, nursing, biomedical engineering, chemical engineering, polymer sciences, and chemistry.

- NEOUCOM is a community-based state medical school program with research specialties in skeletal biology, infectious diseases cardiovascular medicine, neuroscience, and clinical outcomes. The NEOUCOM consortium includes its medical college campus, three state universities, and eight major hospitals in northeast Ohio. NEOUCOM offers doctorate degrees in medicine and pharmacy.

In addition, nearby Kent State University has active research programs in biology, nursing, liquid crystals, and psychology. Disciplines within Kent State's Liquid Crystal Institute provide opportunities for technology transfer in biomedical-related fields.





# THE COMMERCIAL BIOMEDICAL SECTOR

The Greater Akron area is currently home to numerous innovative companies and research institutions, including medical device manufacturers, biomedical advanced materials producers, testing laboratories, diagnostic imaging centers, and consulting and services companies. Areas of focus include:

- Orthopaedics
- Advanced burn and wound care, including tissue engineering
- Imaging and diagnostics
- Dentistry
- Skin hygiene, anti-microbial formulations, and delivery devices
- Biomedical testing

## SpineMatrix®, Inc.

SpineMatrix, Inc. is a spinal imaging company that developed the CERSR® imaging system for evaluating low back physiology related to the origin



of low back pain (LBP) and injury. CERSR, which is FDA-approved, aids the physician in accurately diagnosing the true source of LBP. It has the potential to significantly reduce total healthcare costs and dramatically improve patient care by directing the LBP patient

to the appropriate diagnostic and therapeutic procedures. CERSR is able to differentiate patients who will respond to facet pathology treatment (95% sensitivity) and disc pathology treatment (88% sensitivity) from those who will not respond to these painful, expensive, and invasive procedures. [www.spinematrix.com](http://www.spinematrix.com)



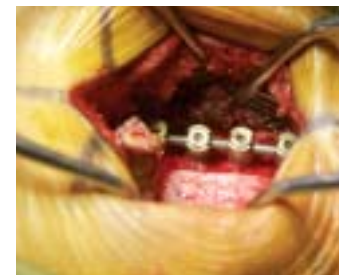
## OrthoHelix™ Surgical Designs

OrthoHelix is a leading medical device company that develops and markets a comprehensive line of innovative orthopaedic implants and instruments for use in hand and foot reconstructive surgery and other small bone surgery. [www.orthohelix.com](http://www.orthohelix.com)



## Theken Spine LLC

Theken Spine designs, develops, manufactures, and distributes a full range of spinal fixation products. The company markets its products through a national network of independent distributors. Its philosophy is to develop systems with fewer parts and fewer steps to benefit both the surgeon and the patient. By using this process, Theken's systems may reduce the amount of time and number of implants currently required by competitive systems in performing the same techniques. [www.theken.com](http://www.theken.com)



## GOJO®

As the inventor of PURELL® Instant Hand Sanitizer, GOJO has a 62-year history of leadership in improving well-being through hand hygiene and healthy skin. GOJO manufactures and distributes a full line of products under the PURELL, GOJO and PROVON® names and distributes them in a variety of markets, including automotive, education, government and military, healthcare, health and fitness, foodservice, and food processing and manufacturing. [www.gojo.com](http://www.gojo.com)



$\frac{h}{f_a} / \text{FPO}$

## ADDITIONAL ASSETS

### The Orthopaedic Research Institute of Northeastern Ohio

A world-class center of excellence for research and commercialization in skeletal biology, orthopaedics, and bio-polymers, The Orthopaedic Research Institute of Northeastern Ohio (ORINEO) will make its home in Akron's Biomedical Corridor.

The collective strength of skeletal biology and orthopaedic research programs in northeast Ohio already rivals any such group in the world. This new state-of-the art center will unite the unique strengths of its collaborators, taking research out of the "ivory tower" and into patient care delivery and private industry through innovative biomedical products. The Institute will be situated in close proximity to its partners, which include Akron's three major nationally ranked medical centers – Summa Health System, Akron General Medical Center, and Akron Children's Hospital – along with The University of Akron and NEOUCOM.

Research activities will focus on orthopaedic diseases in children and adults, as well as cutting-edge studies in tissue engineering, and the use of biopolymers for growing bone and cartilage and the delivery of drugs. In addition, the Institute will partner with other regional programs located at Case Western Reserve University and the Cleveland Clinic/Lerner Research Institute. The partnership will represent the largest, most funded and successful skeletal biology and orthopaedic research and commercialization program in the world.



### Northeastern Ohio Consortium for Wound Healing Research and Education

Leveraging the historical core competencies of our regional universities, hospitals, and medical schools, the Northeastern Ohio Consortium for Wound Healing Research and Education was formed in 2002. The goals of this multi-disciplinary group of scientists, clinicians, and business professionals are: (1) to understand and solve real-life problems in wound healing through collaborative research activities; (2) to further develop translational "bench to bedside" commercial opportunities to improve patient care; (3) to embrace outreach wound care programs to help educate the community at large. Resources include an array of high-tech specialty laboratories, small and large animal model facilities, and clinical locations providing treatment in wound care, burns, and rehabilitative medicine.





# AKRON RESOURCES TO SUPPORT YOU



The City of Akron has put in place a comprehensive infrastructure of facilities and experienced personnel to provide you with the right financial, relocation, market, and business development support you need to succeed.

## 1 Economic Development Programs

The City of Akron Mayor's Office of Economic Development is committed to helping businesses and enterprises strive for success. To provide support for relocating business, the City of Akron and the State of Ohio offer a variety of incentives, programs, and resources. When you are establishing your business in Akron, we will work to devise a package that will ease your financial burdens and provide assistance. Some of these incentives include:

### Tax Incentives

Various tax credit programs exist to encourage business growth and development. These provide significant tax savings for companies that create jobs, undertake research and development activities, increase export sales, or make a significant capital investment in Ohio. Programs include the Ohio Job Creation Tax Credit, Research and Development Tax Credit, and the Manufacturing Machinery and Equipment Sales Tax Exemption.

### Grants and Loan Programs

The State of Ohio offers a number of pre-seed and seed grants and loans. In addition, the City of Akron and its economic development partners offer a variety of loan programs for start-ups and existing small businesses. These loans can be used for construction, renovation, expansion, land acquisition, machinery, and equipment.

### Other Programs

A wide variety of alternative incentives exist to help new businesses, as well. These include programs for training and management, business planning, building improvements, relocation, site and building location, and other specialized support services. The Mayor's Office of Economic Development will be happy to assist you in creating a benefits package tailored to your specific business needs and goals.

## 2 Marketing And Business Development Services

In addition to funding, we realize you will also need help in the marketing aspects of establishing or expanding your business in the U.S. The market environment, growth trends, economic drivers, customer dynamics, competitive situation, and supply chain factors may be new to you, but understanding them will be critical to your success.

To maximize your chances of commercial success, we have assembled an outstanding group of business development professionals with more than 50 years of combined experience. The key marketing and business development services we offer include support in:

- Market research, analysis, and assessment
- Developing strategic market and business plans
- Identifying potential strategic partners and customers
- Clinical trials
- Building prototypes
- Understanding regulatory FDA requirements
- Understanding incentives and investment resources
- Patent searches and registration
- Recruiting key personnel

## 3 Akron Global Business Accelerator

A leader in technology commercialization, the Akron Global Business Accelerator is among the first and largest centers for entrepreneurial activities in the U.S. Its facility offers more than 20,000 square meters of upscale office, lab, and manufacturing space, with state-of-the-art conferencing facilities and information technology services.

The Accelerator has established a broad and comprehensive portfolio of business and technical assistance services that it provides to its member tenants and local technology companies. These services focus on the specific needs of scalable manufacturing, service, and/or technology-based companies.

The program also offers a comprehensive package of necessary services to international companies looking to open new markets in North America. Additionally, the Accelerator has developed strong, collaborative relationships with leading technology incubators in Israel and Germany, and efforts are under way to collaborate with a Chinese incubator.

To help new technology and/or potentially high-growth companies find their markets and realize true profit potential, the Accelerator provides the foundation and infrastructure needed.



## 4 Support In Obtaining Funding

Your Akron-based team recognizes that securing the right funding for your business is critical to your success. That's why we have developed in-depth knowledge and understanding of the many options available to you and will work with you to maximize your chances for obtaining funding. In collaboration with a network of financial resources, we can assist you with:

- Reviewing the various funding options available
- Establishing contacts with appropriate venture capital, seed funds, as well as angel and other potential investors
- Accessing state funds available to new businesses



AKRON GLOBAL BUSINESS  
**ACCELERATOR**  
An Initiative of the City of Akron



**New Global Ventures**  
An Affiliate of the  
Akron Development Corporation

h/a/FPO

## AN OPEN INVITATION

Mayor Don Plusquellic and the City of Akron are strongly committed to helping you grow your business in Akron and warmly welcome your inquiries about opportunities that exist for your company. To speak with the Mayor's Office of Economic Development, or to find out more about the Akron Biomedical Corridor,



PLEASE CALL  
**330-375-2133,**

SEND A FAX TO  
**330-375-2335,**

OR VISIT  
**[www.ci.akron.oh.us](http://www.ci.akron.oh.us)**



Business Card Slots

h/a/FPO



h/a/FPO

Mayor's Office of Economic Development, City of Akron  
166 S. High Street, Suite 202 ■ Akron, Ohio 44308 U.S.A. ■ 330-375-2133  
bowmaro@ci.akron.oh.us ■ [www.ci.akron.oh.us](http://www.ci.akron.oh.us)

